

Kayak Concession RFP Questions

Kayak RFP Questions and Answers

- 1. Should all operators, regardless of size, include an operating plan that demonstrates a reduction in kayak tours, based on historical use?**

No. It is suggested that all proposers base their operating plans on a range of 3-15 tours per day during peak season weekends.

- 2. Is the goal of the RFP to place limits on each kayak operation proportionately? Should each proposer within the operating plan demonstrate a proportionate reduction in the proposed number of kayak tours?**

The goal of the RFP is to address water safety and congestion at the boat launch ramp. Understanding that weekend kayak operations will be reduced from what they are currently, proposed operating plans should be reasonable with a suggested range of 3-15 tours per day during peak season weekends, which may or may not be a proportionate reduction in proposed number of kayak tours for any particular proposer

- 3. Will Real Estate Assets/City staff consider modifying this one line in the RFP on p.6 so that all proposers, regardless of size, are encouraged to submit an operating plan that demonstrates a reduction in kayaking tours, based on historical use that is commensurate with the proposer's market share, and recognizing that the total marketplace is being reduced to 54 tours?**

No. Weekend tour slots will be awarded on a percentage basis based on each proposer's ranking in its response to the RFP. Experience and historical use are some of the factors that will be considered in ranking of the proposals.

- 4. The RFP reads: "Proposers are therefore, requested to submit the required financial statements on separate sheets." This is on p. 11, section F and refers to the RFPs being public information, except for sensitive financial information. Should we bind the financials in a separate packet, or should we include the financials in the same bound submission, but make them removable with a non-permanent binding? Or can we do either?**

Financial information should be included in each copy of the proposal. Please put the financial information in one section and on separate sheets (not back to back) so that it may be removed from the proposal.

- 5. Since the City considers the boat launch a “City Facility” what about SDMC 22.4205, does the aggregate value of the RFP trigger the living wage ordinance?**

The Living Wage Ordinance does not apply to the kayak rentals.

- 6. On the panel which decides the permit holders, why have an outside water safety person decide on a local business issue? Especially since there already are local, capable lifeguards involved? Further, why are there no local community and/or business leaders from La Jolla Shores on the panel since the majority of the negative issues are taking place east of the boat launch?**

Bringing in outside evaluators is a past practice of the City when considering proposals responsive to an RFP. It provides added perspective and broader insight. The City is committed to providing an ethical and objective selection process; outside evaluators with no personal or professional interest contribute to this.